

ABC-MART Comments on monthly sales trends

fiscal period from MAR 1, 2022 to FEB 28, 2023

March monthly comment

Sales information

Existing stores sales showed YoY growth of 4.1%. All stores sales grew 5.3%.

In March, there was one more day of the week, Saturday, which was a national holiday last year.

Although the first half of the month was affected by the cool temperatures and the COVID-19,

the number of customers began to increase from the middle of the month, and sales remained strong.

By product, sales of business shoes, leather casual shoes, and women's pumps were strong

due to increased demand for new lifestyles and offices in the spring.

Store Opening and closing information

Opened: 7 stores

Closed: 1 store

Number of stores: 1,059 stores

April monthly comment

Sales information

Existing stores sales showed YoY growth of 12.9%. All stores sales grew 18.9%.

In April, Saturday was one more day of the week than last year.

The spring holiday sales season was very strong due to an increase in the number of people, mainly in shopping centers and outlet stores.

By product, sales of various trend sneakers that delivered digital advertisements,

as well as leather casual shoes and women's shoes continued to be strong.

Store Opening and closing information

Opened: 14 stores

Closed: 3 stores

Number of stores: 1,070 stores

May monthly comment

Sales information

Existing stores sales showed YoY growth of 10.1%. All stores sales grew 27.2%.

In May, Saturday was one day less than the day of the week. In addition to local tourist destinations,

the number of people visiting major cities such as Tokyo and Osaka is increasing, and sales have been very strong, especially in fashion buildings, shopping centers, and outlet stores.

By product, sales of kid's shoes and leather casual shoes were strong due to demand for leisure activities such as athletic meet and leisure. In addition, due to the rise in temperature, sales of sandals were strong.

Store Opening and closing information

Opened: 1 store

Closed: 1 store

Number of stores: 1,070 stores

June monthly comment

Sales information

Existing stores sales showed YoY growth of 6.8%. All stores sales grew 11.2%.

In June, sales were strong due to the early end of the rainy season and favorable weather.

Fashion buildings and shopping centers in particular attracted customers.

By product, sales of summer products, particularly sandals, were strong due to rising temperatures.

Store Opening and closing information

Opened: 1 store

Closed: 1 store

Number of stores: 1,070 stores

July monthly comment

Sales information

Existing stores sales showed YoY growth of 1.2%. All stores sales grew 2.1%.

In July, sales remained steady, but customer numbers declined as the early end of the rainy season brought forward purchases of summer items.

Sales at large suburban shopping centers and fashion buildings were strong.

By product, sales of women's shoes and leather casual shoes were strong.

Store Opening and closing information

Opened: 4 stores

Closed: 1 store

Number of stores: 1,073 stores

August monthly comment

Sales information

Existing stores sales showed YoY growth of 16.0%. All stores sales grew 18.1%.

In August, Sunday was one day less than the day of the week.

For the first time in three years, the summer vacation was free of restrictions on activities, which led to an increase in crowds at tourist attractions and in the city center.

By product, sales of sandals and apparel were strong.

Store Opening and closing information

Opened: 0 store

Closed: 2 stores

Number of stores: 1,071 stores

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September monthly comment

Sales information

Existing stores sales showed YoY growth of 18.1%. All stores sales grew 18.5%.

In September, two typhoons occurred in the second half of the month, affecting mainly western Japan.

Large shopping centers and suburban outlet malls did well during Silver Week.

By product, sales of leather shoes, women's shoes, and apparel were strong due to good movement of fall products as a result of cooler temperatures.

Store Opening and closing information

Opened: 2 stores

Closed: 4 stores

Number of stores: 1,069 stores

October monthly comment

Sales information

Existing stores sales showed YoY growth of 20.2%. All stores sales grew 21.7%.

In October, holiday was one more day of the week than last year.

Favorable weather conditions led to a large increase in the number of customer in major cities such as Tokyo and Osaka.

By product, sales of thick-soled sneakers were strong due to favorable sales promotion of digital advertising.

The cooler temperatures also resulted in good sales of fall apparel and leather shoes.

Store Opening and closing information

Opened: 12 stores

Closed: 3 store

Number of stores: 1,078 stores

November monthly comment

Sales information

Existing stores sales showed YoY growth of 12.9%. All stores sales grew 14.0%.

In November, sales were strong due to the start of national travel support,

which drew large crowds, especially to central city and tourist destinations.

Inbound demand in the central city is also gradually recovering. Online sales were also strong.

By product, new sneakers, for which sales are being strengthened through digital advertising, drove sales.

Higher temperatures resulted in strong sales of sweatshirts, long sleeves, and other fall apparel.

Store Opening and closing information

Opened: 4 stores

Closed: 1 store

Number of stores: 1,081 stores

December monthly comment

Sales information

Existing stores sales showed YoY growth of 13.9%. All stores sales grew 14.7%.

In December, sales were strong due to demand due to later snowfall in northern Japan than last year

and increased demand from inbound tourists in central Tokyo.

By product, sales of boots and apparel, mainly outerwear, performed well due to the drop in temperature and snowfall.

Sneakers continued to perform well due to an increase in gift demand.

Store Opening and closing information

Opened: 2 stores

Closed: 1 store

Number of stores: 1,082 stores

January monthly comment

Sales information

Existing stores sales showed YoY growth of 21.8%. All stores sales grew 23.0%.

In January, sales were strong due to the first year-end and New Year holidays without activity restrictions

in three years and increased demand for winter goods due to a major cold snap.

Due to the Chinese New Year, the number of travelers, especially from Southeast Asia, increased,

and inbound demand, especially in central Tokyo, showed a recovery trend.

By product, boots and apparel were very strong due to the cold weather.

Store Opening and closing information

Opened: 0 store

Closed: 6 stores

Number of stores: 1,076 stores

February monthly comment

Sales information

Existing stores sales showed YoY growth of 39.8%. All stores sales grew 42.4%.

In February, sales were strong as a result of strong sales of winter goods due to snowfall demand.

Inbound demand has also become brisk.

By product, boots were affected by snowfall, and school demand products such as loafers

and sneakers were strong for the new school term.

Store Opening and closing information

Opened: 0 store

Closed: 2 stores

Number of stores: 1,074 stores